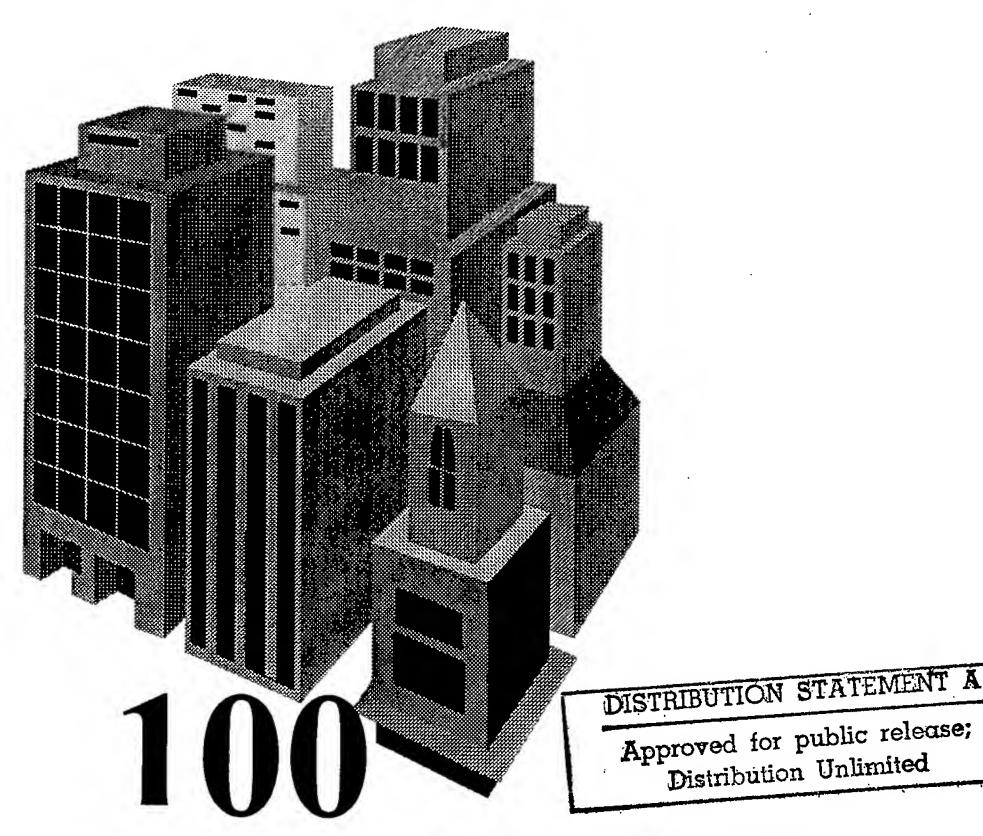
100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS

Fiscal Year 1996



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Fiscal Year 1996

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FOREWORD

100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during fiscal year 1996.

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INTRODUCTION

This report presents summary data on the 100 companies, and their subsidiaries, receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1996. Table 1, page 9, lists the 100 companies in alphabetical order and gives their associated rank. Table 2, page 11, identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases, the parent company receives no awards itself, but appears on the list because of its subsidiaries. Table 2 also shows what percentage of the total awards each company's awards represent, as well as the cumulative percentage represented by all companies.

Table 3, page 25, lists the top 100 companies DoD-wide in rank order and breaks the totals into three categories of procurement: Research, Development, Test and Evaluation (RDT&E); Other Services and Construction; and Supplies and Equipment. Table 4, page 27, lists the top 50 companies for each of the Reporting Components in rank order, and by category of procurement.

Information from this publication can be found on the World Wide Web under http://web1.whs.osd.mil/peidhome/procstat/top100/top100.htm

NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g., the value of a terminated contract, or other downward adjustment to a contract, is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government Agencies and financed with DoD funds or contracts awarded in foreign nations through their respective governments.

DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE FEDERAL PROCUREMENT DATA SYSTEM CONTRACTOR ESTABLISHMENT CODE, AND THE ABILITY OF THIS CODING SYSTEM TO DESCRIBE RELATIONSHIPS OF COMPANIES. .

HIGHLIGHTS

DoD prime contract awards over \$25,000 totaled \$119.6 billion during FY 1996, \$2 billion more than in FY 1995. The 100 firms, and their subsidiaries, receiving the largest amount of DoD contracts in FY 1996 received \$69.9 billion, or 58.4 percent of all awards, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1995, the top 100 companies received \$69.2 billion, which represented 58.9 percent of all awards.

Exhibit A below, shows that the first five companies received 25.8 percent of the total received by all companies in FY 1996, compared with 23.9 percent during FY 1995. The company ranked as number one during FY 1996, Lockheed Martin Corporation was also ranked as number one in FY 1995, with awards of \$12.0 billion during FY 1996, compared with a total of \$10.5 billion during FY 1995. The smallest total amount received by a company in the FY 1996 Table 2 was \$117.5 million, compared to \$118.4 million in FY 1995.

Exhibit A

Company Position	Percent of Total				
	FY 1996	FY 1995	FY 1994	FY 1993	
1	10.0	8.9	7.8	4.4	
2	8.3	6.8	5.5	5.6	
3	2.7	3.2	4.4	3.8	
4	2.5	2.5	2.7	3.3	
5	2.2	2.5	2.6	2.6	
Total 1-5	25.8	23.9	23.0	21.4	
6-10	8.2	8.9	10.7	9.4	
11-25	9.8	10.9	11.8	14.1	
Total 1-25	43.9	43.7	45.4	44.9	
26-50	7.2	7.8	8.9	9.5	
51-75	4.4	4.4	4.7	4.5	
76-100	2.9	3.0	2.9	2.6	
Total 1-100	58.4	58.9	61.9	61.5	

Changes in the Top 100 Companies, FY 1995 To FY 1996

Twenty-one companies which did not appear on the list in FY 1995 are among the top 100 companies in FY 1996, see Exhibit B below. The companies which appeared on the FY 1995 list but did not appear on the FY 1996 list are also shown in Exhibit B. Companies are considered as appearing on the list in both fiscal years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company, or the newly constituted company itself, made the list as a component of a company in the top 100 in the prior year.

Exhibit B

Companies Listed in FY 1996 But not in FY 1995

Aetna Services Inc. Avondale Industries

Battelle Memorial Industries BDM International Inc. Bergen Brunswick Corp. Boeing North American Inc.

Eni SPA

Foster Wheeler Corp. Hewlett-Packard Co.

Highmark Inc. Humana Inc.

Hunt Building Corp. Intermarine USA

Jacobs Engineering Group Inc. Kuwait Petroleum Corp.

Longbow LLC

MCI Communications Corp.
McKesson Corp. Delaware
Philipp Holzamnn Aktiengesells

Standard Missile LLC

Tower Air Inc.

Companies Listed in FY 1995 But not in FY 1996

Bay Tankers Inc.

Blake Construction Co. Inc.

CAE Inc.

Carlyle Partners Leveraged Capital

Centex Corp.

CFM International Inc.

Chevron Corp.
Eaton Corp.
EG&G Inc.
FMC Corp.

Fulcrum II Limited Partnership

Government Technologies Services Inc.

Maersk Inc.

Mortenson M A Companies

Ogden Corp.

RJR Nabisco Holdings Corp. Rockwell International Corp.

Salomon Inc.

Trinity Industries Inc. WMX Technologies Inc.

Xerox Corp.

Nine of the 21 companies listed in FY 1996, but not in FY 1995, were included in the top 200 for FY 1995. Also, 10 of the 21 listed in FY 1995, but not in FY 1996, remain in the top 200.

Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, in Exhibit C below, each company has been assigned to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Company is a multi-industry company, producing electronic and communications equipment as well as industrial and consumer products. For the purposes of this exhibit, it has been assigned to "Aircraft," the procurement category accounting for its largest dollar volume of DoD contract awards.

Exhibit C

Procurement Category	Number of Companies				
	FY 1996	FY 1995	Change		
Aircraft	13	12	+1		
Missiles	12	12	0		
Ships	8	9	-1		
Tank-Automotive	6	3	+3		
Ammunition	2	2	0		
Electronics	12	19	-7		
Services	28	24	+4		
Construction	7	9	-2		
Petroleum	6	6	0		
Weapons	0	1	-1		
Subsistence	2	2	0		
All Other	4	1	+3		

Top 10 Companies

The FY 1996 top 10 companies are listed, in Exhibit D below, by rank, along with their FY 1995 rank and the dollar value of the awards received in both FY 1996 and FY 1995. Exhibit E, page 6, describes the major products of these 10 companies.

Exhibit D

Rank		Company Name	Awards (in Billions)		
1996	1995		1996	1995	
1	1	Lockheed Martin Corporation	12.0	10.5	
2	2	McDonnell Douglas Corporation	9.9	8.0	
3	4	General Motors Corporation	3.2	3.0	
4	6	Raytheon Corporation	3.0	2.9	
5	11	General Dynamics Corporation	2.7	1.7	
6	5	Northrop Grumman Corporation	2.6	2.9	
7	10	United Technologies Corporation	2.6	1.8	
8	9	Boeing Company The	1.7	1.8	
9	12	Litton Industries Incorporated	1.7	1.2	
10	7	General Electric Company	1.5	2.1	

Exhibit E

COMPANY

1. Lockheed Martin Corp.

- 2. McDonnell Douglas Corp.
- 3. General Motors Corp.

4. Raytheon Company

5. General Dynamics Corp.

MAJOR PRODUCTS

UGM-96 TRIDENT, CG-47 AEGIS missile systems. MK-41 Guided Missile Launch. Advanced Tactical Fighter, C-5 GALAXY, C-130 HERCULES, C-141 STARLIFTER, F-4 PHANTOM II, F-16 FALCON, P-3 ORION, S-3 VIKING, and UH-2 Seasprite aircraft. AH-64 APACHE aircraft equipment. MILSTAR communications. RDT&E for missile/space systems, weapons, aircraft, and electronics/communications equipment.

F-18 HORNET, F-15 EAGLE, AV-8 HARRIER, C-17 cargo transport, T-45 GOSHAWK and AH-64 APACHE aircraft. OH-58 KIOWA, UH-60 BLACKHAWK aircraft components. TOMAHAWK and HARPOON missile systems. RDT&E related to aircraft and missiles.

AMRAAM, MAVERICK, TOW, RIM-66, RIM-67, UGM-96 TRIDENT, STINGER, and PEACE SHIELD missile systems. C-130 HERCULES, C-141 STARLIFTER, F-15 EAGLE, F-16 FALCON, and F-18 HORNET aircraft components. BRADLEY fighting vehicle components. Vehicular power transmission components for ABRAMS (M1/M1A1/M1A2) tanks. RDT&E for missile/space systems, and electronics/communications equipment. ADP and telecommunications services.

PATRIOT, AMRAAM, UGM-96 TRIDENT, MIM-23 HAWK, SEA SPARROW, and RIM-66 Standard missile systems and components. Miscellaneous Fire Control equipment. SONAR equipment. RDT&E for Ballistic Missile Defense Systems, electronics/ communications equipment and missile/space systems.

ABRAMS (M1/M1A1/M1A2) tanks, F-16 FALCON fighter aircraft, STINGER, BGM-109 TOMAHAWK, TRIDENT and CGM/HGM-16 ATLAS missiles, Nuclear submarines, RDT&E for combat vehicles, ships, and missile/space systems.

Exhibit E (Concluded)

COMPANY

6. Northrop Grumman Corp.

7. United Technologies Corp.

8. Boeing Company, The

9. Litton Industries Inc.

10. General Electric Co.

MAJOR PRODUCTS

A-6 INTRUDER, B-1, B-2 STEALTH, C-2 GREYHOUND, E-2 HAWKEYE, EA-6B PROWLER, F-5 FREEDOM fighter, F-14 TOMCAT, F-15 EAGLE, and UH-1 IROQUOIS aircraft. AN/FSD JOINT STARS radar and navigational equipment. RDT&E for electronics/communications equipment, and missile/space systems.

F-100, F-101, TF-30, TF-33, and C-17 aircraft engines. C-17, AH-1J SEA COBRA, H-13 SIOUX, SH-3D SEA KING, UH-60 BLACKHAWK, SH-60 SEAHAWK, CH-53 SEA STALLION and Advanced Tactical Fighter aircraft and components. RDT&E for aircraft, electronics/communications equipment, and missile/space systems.

CH-47 CHINOOK, EA-6B PROWLER, H-46 SEA KNIGHT, B-1, B-52 STARTO FORTRESS, E3-A, KC-135 STRATOLIFTER, and C-137 STRATOLINER aircraft. RDT&E for Ballistic Missile Defense Systems. AGM-69 SRAM and LGM-30 MINUTEMAN missiles. ADP and Telecommunications Services

DDG-47 AEGIS and DDG-51 Destroyers; LHA, LHD-1, and LPH Amphibious Assault Ships; Electronic & Communication Equipment related to OH-58 KIOWA, CH-47 CHINOOK, UH-60 BLACKHAWK and AH-64 APACHE helicopters and A-6 INTRUDER, C-130 HERCULES, E-2 HAWKEYE, F-14 TOMCAT, F-18 HORNET and AV-8 HARRIER aircraft.

Engines for TF-30, TF-34, TF-39, T-56, T-58, T-64, UH-60 BLACKHAWK, B2 STEALTH, F-100, F-101, F-110, F-14 TOMCAT, and F-18 HORNET aircraft. CG-47 AEGIS and UGM-96 TRIDENT missile system components. RDT&E for missile/space systems, ships, aircraft, and electronics/communication equipment.

TABLE 1

INDEX OF 100 PARENT COMPANIES WHICH RECEIVED THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS

FISCAL YEAR 1996

96 BERGEN BRUNSWIG CORPORATION 90 MCKESSON CORPORATION DELAWARE 27 BLACK & DECKER CORPORATION 76 MESC HOLDINGS INC 34 MITRE CORPORATION 34 MITRE CORPORATION 34 MOTOROLA INC 34 MOTOROLA INC 35 MOTOROLA INC 36 MORTHROP GRUMMAN CORPORATION 37 PHILIP MORRIS COMPANIES INC 37 PHILIP MORRIS COMPANIES INC 38 MOTOROLA INC MOTOROLA INC MORTHROP GRUMMAN AKTIENGESELLS MOTOROLA INC MORTHROP GRUMMAN AKTIENGESELLS MOTOROLA INC MORTHROP GRUMMAN AKTIENGESELLS MOTOROLA INC MOTOROLA INC MORTHROP GRUMMAN CORPORATION MOTOROLA INC MOTOROLA INC MORTHROP GRUMMAN CORPORATION MOTOROLA INC M		FISCAL 1E	An IV	
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67 HUMANA INC 81 HUNT BUILDING CORPORATION 87 INTERMARINE USA 45 INTERNATIONAL BUS MCHS CORP 100 INTERNATIONAL SHIPHOLDING CORP 88 INTERNATIONAL TECHNOLOGY CORP 11 WESTINGHOUSE ELECTRIC CORP	1		20	TRACOR INC
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87 INTERMARINE USA 45 INTERNATIONAL BUS MCHS CORP 40 INTERNATIONAL SHIPHOLDING CORP 41 UNITED DEFENSE LP 42 UNITED STATES DEPT ENERGY 43 UNITED TECHNOLOGIES CORP 44 UNITED TECHNOLOGIES CORP 45 UNITED TECHNOLOGIES CORP 46 UNITED DEFENSE LP 47 UNITED DEFENSE LP 48 UNITED DEFENSE LP 49 UNITED DEFENSE LP 40 UNITED DEFENSE LP 41 UNITED DEFENSE LP 42 UNITED DEFENSE LP 43 UNITED DEFENSE LP 44 UNITED STATES DEPT ENERGY 45 UNITED STATES DEPT ENERGY 46 UNITED STATES DEPT ENERGY 47 UNITED TECHNOLOGIES CORP				
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TO THE THOUSIKIES THE 48 WUKLULUKP, INC	L.			
	10	TII THUUSIKIES INC	40	WUKLULUKF, INC
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FISCAL YEAR 1996

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	TOTAL	119,555,763	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	69,864,556	58.43	58.43
1	LOCKHEED MARTIN CORPORATION AIRPORT GROUP INTERNATIONAL I LOCKHEED CORPORATION LOCKHEED ENGRG & SCIENCES CO LOCKHEED ENVIRONMENTAL SYSTEM LOCKHEED MARTIN FEDERAL SYSTM LOCKHEED MARTIN ORD SYSTEMS LOCKHEED MARTIN SERVICES INC LOCKHEED MARTIN TACTICAL SYST LOCKHEED MISSILES & SPACE COM LOCKHEED SANDERS, INC LTV AEROSPACE AND DEFENSE CO MARTIN MARIETTA CORPORATION MARTIN MARIETTA TECHNOLOGIES,	1,429,646 32,397 4,675,978 24,077 87 120,478 78,187 271,416 2,077,689 1,723,574 270,332 6,552 701,221 32 586,761		
	TOTAL	11,998,429	10.03	10.03
2	MCDONNELL DOUGLAS CORPORATION MCDONNELL AIRCRAFT CO MCDONNELL DGLAS ARSPC SVCS CO MCDONNELL DOUGLAS HELICPTR CO MCDONNELL DOUGLAS TRNING SYS	9,927,950 1,300 2,817 1,348- 8,254		
	TOTAL	9,938,973	8.31	18.34
3	GENERAL MOTORS CORPORATION DELCO ELECTRONICS CORPORATION ELECTRONIC DATA SYSTEMS CORP GENERAL MOTORS OF CANADA LIMI HUGHES (U K) LTD. HUGHES AIRCRAFT COMPANY INC HUGHES AIRCRAFT OF CANADA LIM HUGHES DATA SYSTEMS HUGHES ELECTRONICS CORPORATIO HUGHES MISSILE SYSTEMS CO HUGHES STX CORPORATION HUGHES TECHNICAL SERVICES CO HUGHES TRAINING INC PACKARD-HUGHES INTERCONNECT C	103,680 22,019 415,468 449 453 1,223,862 934 42,435 979 1,211,535 39,843 166,405 2,429 3,240,326	2.71	21.05
			d By: Washington H	

FISCAL YEAR 1996

R		THOUSANDS	PERCENT	CUMULATIVE
N K	COMPANIES	OF DOLLARS	OF TOTAL	PERCENT OF TOTAL
4	RAYTHEON COMPANY BEECH HOLDINGS INC CEDARAPIDS INC E-SYSTEMS MEDICAL ELECTRONICS HARBERT-YEARGIN INC RAYTHEON AIRCRAFT CORPORATION RAYTHEON AIRCRAFT SERVICES RAYTHEON E-SYSTEMS INC RAYTHEON ENGINEERS & CONSTRS RAYTHEON SERVICE COMPANY RAYTHEON UNITED KINGDOM LTD. SERV-AIR INC WHITTAKER XYPLEX INC	1,724,247 134,669 4,043 10,330 8,478 199,201 599 330,209 104,177 235,531 293 260,039 90		
:	TOTAL	3,011,906	2.51	23.57
5	GENERAL DYNAMICS CORPORATION BATH IRON WORKS CORPORATION GENERAL DYNAMICS LAND SYSTEMS MATERIAL SERVICE RESOURCES CO	1,374,410 675,065 620,527 28		
	TOTAL	2,670,030	2.23	25.81
6	NORTHROP GRUMMAN CORPORATION GRUMMAN AEROSPACE CORPORATION GRUMMAN CORPORATION GRUMMAN DATA SYSTEMS CORP GRUMMAN SYSTEMS SUPPORT CORP NORTHROP WORLDWIDE ARCFT SVC VOUGHT AIRCRAFT COMPANY	1,286,137 965,458 155,673 106,542 74 88,775 2,048		
	TOTAL	2,604,706	2.17	27.99
7	UNITED TECHNOLOGIES CORP CARRIER CORPORATION INTERNATIONAL FUEL CELLS CORP SIKORSKY SUPPORT SERVICES INC UNITED TECH HAMILTON STANDARD UNITED TECH OPT SYSTEMS UNITED TECHNOLOGY HOLDINGS BV	2,181,563 283 17,500 54,407 80 1,323 2,538		
	TOTAL	2,257,696	1.88	29.87
8	BOEING COMPANY THE ARGOSYSTEMS, INC BOEING AEROSPACE OPERATIONS	1,638,382 394 85,268		
	TOTAL	1,724,044	1.44	31.32
9	LITTON INDUSTRIES INC LITTON SYSTEMS INC	1,432,896 276,217		
	TOTAL	1,709,112	1.42	32.75
			Po: Washington Her	

FISCAL YEAR 1996

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
10	GENERAL ELECTRIC COMPANY G E AMERICAN COMMUNICATIONS GENERAL ELECTRIC CANADA GENSTAR CONTAINER CORPORATION NBC SUBSIDIARY 18, INC TRANSPORT INTERNATIONAL POOL TRANSPORT POOL CORPORATION	1,511,808 17,157 106 280 178 418 83		
	TOTAL	1,530,029	1.27	34.03
11	WESTINGHOUSE ELECTRIC CORP KNOLL GROUP, INC THE KNOLL INC WESTINGHOUSE CANADA INC WESTINGHOUSE ELECT SYS VENTUR WESTINGHOUSE NORDEN SYSTEMS, WESTINGHOUSE REMEDIATION SVCS	1,410,545 10,012 16,054 26 324 3,452 302		
	TOTAL	1,440,714	1.20	35.23
12	BOEING NORTH AMERICAN INC ALLEN-BRADLEY COMPANY, INC. BOEING NORTH AMERICAN SERVICE RELIANCE ELECTRIC INDUS CO ROCKWELL FRANCE	1,280,946 74 5,936 340 388		
	TOTAL	1,287,684	1.07	36.31
13	TEXTRON INC AVCO CORPORATION BELL HELICOPTER TEXTRON INC H R TEXTRON INC TEXTRON FILTRATION SYSTEMS TURBINE ENG COMPONENTS TEXTRO	424,445 25,559 743,358 426 668 693-		
	TOTAL	1,193,763	0.99	37.31
14	SCIENCE APPLICATIONS INTL CORP WRIGHT R E ENVIRONMENTAL	1,065,487 805		
	TOTAL	1,066,292	0.89	38.20
15	UNITED DEFENSE LP	876,615		
	TOTAL	876,615	0.73	38.93
16	TRW INC	<u>786,750</u> 786,750	0.65	39.59
			Rv. Washington Hea	

FISCAL YEAR 1996

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
17	COMPUTER SCIENCES CORPORATION CSC ANALYTICS INC CSC ARTEMIS INC	708,972 2,919 65		
	TOTAL	711,956	0.59	40.18
18	ITT INDUSTRIES INC ITT FEDERAL SERVICES CORP ITT FEDERAL SERVICES INTL ITT FLUID TECHNOLOGY CORP ITT SHERATON CORPORATION	439,831 67,948 162,635 486 69		
	TOTAL	670,970	0.56	40.75
19	GTE CORPORATION CONTEL CELLULAR INC CONTEL FEDERAL SYSTEMS INC CONTEL OF CALIFORNIA, INC GTE CALIFORNIA INC GTE COMMUNICATION SYSTEMS COR GTE CUSTOMER NETWORKS INC GTE GOVERNMENT SYSTEMS CORP GTE HAWAIIAN TELEPHONE CO INC GTE INTERNATIONAL TELECOM INC GTE MOBILE COMMUNICATIONS INC GTE MOBILE COMMUNICATIONS INC GTE MOBILNET INCORPORATED GTE NORTH INC GTE NORTHWEST INCORPORATED GTE SOUTH INCORPORATED GTE SOUTHWEST INCORPORATED	47,616 500 46,350 2,602 968 476,738 19,896 137 243 400 409 558 210 1,296 704		
	TOTAL	599 _, 073	0.50	41.25
20	TRACOR INC GDE SYSTEMS INC OTC TRACOR AEROSPACE, INC OTC TRACOR APPLIED SCIENCES, TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SYSTEMS INC VITRO CORPORATION VITRO SERVICES CORPORATION	30,221 83,756 4,657 4,823 85,476 62,614 19,504 216,373 73,177		
	TOTAL	580,600	0.48	41.73
21	HALLIBURTON ENERGY SVCS INC BROWN & ROOT INC BROWN & ROOT SERVICES CORP HALLIBURTON NUS CORPORATION	9,611 532,788 31,236		
:	TOTAL	573,635	0.48	42.21
		Duanauad	By: Washington He	adauarters Services

FISCAL YEAR 1996

R		THOUSANDS	PERCENT	CUMULATIVE
A N	COMPANIES	0F	OF	PERCENT OF
K		DOLLARS	TOTAL	TOTAL
22	AT&T CORP AG COMMUNICATION SYSTEMS CORP	433,258 92		
	ALASCOM. INC	9,436		
	AM TELEPHONE & TELEGRAPH CO AT&T ADVANCED TECHNOLOGY SYS	1,724 5,242		
	AT&T COMM SVCS GULF STATES AT&T COMMUNICATIONS, INC AT&T FEDERAL SYSTEMS	18,925 25,808		
	AT&T FEDERAL SYSTEMS AT&T RESOURCE MANAGEMENT CORP	9,436 1,724 5,242 18,925 25,808 399 370		
	AT&T SYSTEMS LEASING CORP AT&T WIRELESS SERVICES INC	354 625		
	NCR CORPORATION	33,104		
	TOTAL	529,037	0.44	42.66
	MEVAC INCORDING INCORDORADO			
23	TEXAS INSTRUMENTS INCORPORATED TEXAS INSTRUMENTS FOUNDATION	525,424 3,146_		
	TOTAL	E20 E70	0.44	42 11
	TOTAL	528,570	0.44	43.11
24	ALLIEDSIGNAL INC	374,947		
	ALLIEDSIGNAL AVIONICS, INC ALLIEDSIGNAL CANADA INC	4,695 945		
	ALLIEDSIGNAL DEUTSCHLAND GMBH ALLIEDSIGNAL ENGINES	10,645 32		
	ALLIEDSIGNAL TECHNICAL SVCS	120,542		
	TOTAL	511,805	0.42	43.54
25	ROLLS-ROYCE PLC	285,422		
	ALLISON ENGINE COMPANY INC ROLLS-ROYCE HOLDINGS CANADA I	176,583 148		
	ROLLS-ROYCE POWER ENGINEERING	292	į	
	TOTAL	462,445	0.38	43.92
26	ALLIANT TECHSYSTEMS INC	456,552		
	TOTAL	456,552	0.38	44.30
27	RIACK & DECKED CODDODAMION	~		
27	BLACK & DECKER CORPORATION PRC COMMERCIAL SYSTEMS, INC	5,485 1,864 35,705 409,435		
	PRC ENVIRONMENTAL MGT DEL PRC INC	35,705 409,435		
	PRC PUBLIC SECTOR, INC	100_		
	TOTAL	452,589	0.37	44.68
		Prepared	By: Washington Hea	daugeton Comicas

FISCAL YEAR 1996

Restaurant				
R A		THOUSANDS	PERCENT OF	CUMULATIVE PERCENT OF
N	COMPANIES	OF DOLLARS	TOTAL	TOTAL
K				
28	AETNA SERVICES INC			
	AETNA CASUALTY & SURETY CO IN AETNA LIFE INSURANCE COMPANY	450,510 990		
	AEINA LIFE INSURANCE COMPANI			
	TOTAL	451,500	0.38	45.06
	TOTAL	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
29	EXXON CORPORATION	446,736		
ļ		446 706	0 27	45 42
	TOTAL	446,736	0.37	45.43
30	BDM INTERNATIONAL INC	74,659		
	BDM FEDERAL INC BDM SERVICES COMPANY	74,659 333,809 1,000-		
	DDM SEKTICES COM ANT			
	TOTAL	407,468	0.34	45.77
		204 102		
31	OLIN CORPORATION PHYSICS INTERNATIONAL COMPANY	384,162 14,297		
	TOTAL	398,459	0.33	46.11
	THIT CUC CODDODATION	310 864		
32	UNISYS CORPORATION UNISYS DEFENSE SYSTEMS, INC UNISYS PANAMA SA	310,864 70,637		
ļ	UNISYS PANAMA SA	87		
	TOTAL	381,588	0.31	46.43
	TOTAL	301,300	0.51	10.10
33	DYNCORP	364,851 15,143		
1	AEROTHERM CORPORATION	13,145		
	TOTAL	379,994	0.31	46.74
	, ,			
		274 705		
34	MITRE CORPORATION	374,725		
	TOTAL	374,725	0.31	47.06
	IUIAL		1	
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35	STANDARD MISSILE LLC	372,117		
	TOTAL	372,117	0.31	47.37
	TOTAL	3,2,11,	0.51	47.57
]	
36	LOGICON INC	176,840 83,092 72,508		
	LOGICON R & D ASSOCIATES SYSCON CORPORATION	72,508		
	TOTAL	332,440	0.27	47.65
		D	I Pour Washington H	

FISCAL YEAR 1996

R A		THOUSANDS	PERCENT	CUMULATIVE
N K	COMPANIES	OF DOLLARS	OF TOTAL	PERCENT OF TOTAL
37	AVONDALE INDUSTRIES INC	328,066		
	TOTAL	328,066	0.27	47.92
38	RENCO GROUP THE INC AM GENERAL CORPORATION	31 326,415	:	
	TOTAL	326,446	0.27	48.19
39	TENNECO INC TENNECO INTERAMERICA INC	324,550		
	TOTAL	324,550	0.27	48.47
40	MASSACHUSETTS INST OF TECH	319,445		
	TOTAL	319,445	0.26	48.73
41	NASSCO HOLDINGS INC	301,456		
	TOTAL	301,456	0.25	48.99
42	CHRYSLER CORPORATION ELECTROSPACE SYSTEMS INC ESI HOLDING, INC	522 97,239 202,319		
	TOTAL	300,080	0.25	49.24
43	MOTOROLA INC MOTOROLA COMMUNICATIONS & ELE	226,102 63,990		:
	TOTAL	290,092	0.24	49.48
44	UNITED STATES DEPT ENERGY	284,351		
	TOTAL	284,351	0.23	49.72
45	INTERNATIONAL BUS MCHS CORP I B M CREDIT CORPORATION INFORMATIQUE (COMPAGNIE GENER INTEGRTED SYSTEMS SLTIONS COR LOTUS DEVELOPMENT CORPORATION SOFT SWITCH INC	277,795 239 212 1,600 215 36		
	TOTAL	280,096	0.23	49.95
<u> </u>			Ry. Washington He.	

FISCAL YEAR 1996

FILL 1999	I IOOAL ILAN			
R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
46	ATLANTIC RICHFIELD COMPANY	279,439		
	TOTAL	279,439	0.23	50.19
47	LONGBOW LLC	273,787		
	TOTAL	273,787	0.22	50.41
48	WORLDCORP, INC	270,884		
	TOTAL	270,884	0.22	50.64
49	HARRIS CORPORATION AMERICAN OFFICE SYSTEMS INC LANIER DEUTSCHLAND GMBH LANIER WORLDWIDE INC	266,468 84 1,520 822		
	TOTAL	268,894	0.22	50.87
50	HONEYWELL INC HONEYWELL FEDERAL SYSTEMS INC	263,580 29		
	TOTAL	263,610	0.22	51.09
51	GOVERNMENT OF CANADA CANADA DEVELOPMENT INVESTMENT CANADIAN COMMERCIAL CORP ST LAWRENCE SEAWAY AUTHORITY,	123 37 258,633 54		
	TOTAL	258,846	0.21	51.30
52	UNC INCORPORATED UNC AIRWORK CORPORATION UNC HOLDINGS INC	35,026 763 216,529		
	TOTAL	252,318	0.21	51.51
53	JOHNS HOPKINS UNIVERSITY HOPKINS JOHN UNIVERSITY PRESS	245,578 40		
	TOTAL	245,618	0.20	51.72

FISCAL YEAR 1996

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R		THOUSANDS	PERCENT	CUMULATIVE
A	COMPANIES	0F	OF	PERCENT OF
N		DOLLARS	TOTAL	TOTAL
K				
54	JOHNSON CONTROLS INC	2 400		
34	JOHNSON CONTRLS WORLD SVCS IN	3,422 241,969		
	JOHNSON BONTNES WORLD STOS IN			
	TOTAL	245,391	0.20	51.92
55	FEDERAL EXPRESS CORPORATION	241,744		
	TOTAL	241 744	0.20	F0 10
	IUIAL	241,744	0.20	52.13
	OTTE CORPORATION			
56	OHM CORPORATION OHM REMEDIATION SERVICES CORP	126		
	OTHER REMEDIATION SERVICES CORP	233,486		
	TOTAL	233,611	0.19	52.32
57	PHILIP MORRIS COMPANIES INC	167		
	ENTERMANNS INC	167 92	:	
1	KRAFT FOODS INC MAYER OSCAR FOODS CORPORATION	124,072		
	PHILIP MORRIS INCORPORATED	26,598 80,847		
	TOTAL	004 770		
	TOTAL	231,776	0.19	52.52
1				
58	SVERDRUP CORPORATION, THE	27,143		
	SVERDRUP CIVIL INC SVERDRUP FACILITIES INC	2,338 8,434		
	SVERDRUP TECHNOLOGY INC	193,707		
	TOTAL	221 622	0.10	E0 71
	TOTAL	231,622	0.19	52.71
59	DRAPER CHARLES STARK LAB INC	007 000		
35	DARPER CHARLES STARK LAB INC	227,003		
	TOTAL	227,003	0.18	52.90
60	NICHOLS RESEARCH CORPORATION	225,082		
]				
	TOTAL	225,082	0.10	E2 00
	IVIAL	223,002	0.18	53.09
61	BOEING CYDCYV CONNICHE MENN TO	000 100		
o ₁	BOEING SKRSKY COMANCHE TEAM JV	223,182		
]				
	TOTAL	223,182	0.18	53.27
62	GENCORP INC			
	AEROJET-GENERAL CORPORATION	217,711		
	TOTAL	217,711	0.18	53.46
		,,,	V.10	33.40

FISCAL YEAR 1996

R		THOUSANDS	PERCENT	CUMULATIVE
A N K	COMPANIES	OF DOLLARS	OF TOTAL	PERCENT OF TOTAL
63	PROCTER & GAMBLE COMPANY THE PROCTER GAMBLE DISTRG CO THE PROCTER GAMBLE PHARMACEUTICAL	94,037 120,080 116_		
	TOTAL	214,233	0.17	53.64
64	T I/MARTIN JAVELIN JOINT VENTR	207,114		
	TOTAL	207,114	0.17	53.81
65	NV KON. NEDERLANDSE PETROLEUM DEUTSCHE SHELL AKTIENGESELLSC SHELL OIL COMPANY	201,972 105 3,334		
	TOTAL	205,410	0.17	53.98
66	THE GENERAL ELECTRIC CO. PLC CANADIAN MARCONI COMPANY DICK A B COMPANY DEL ELECTRICAL MANUFACTURING OF S G E C AVERY INTERNATIONAL LTD GEC INCORPORATED GEC MARCONI ELEC SYS CORPORAT GEC PLESSEY SEMICONDUCTORS GEC-MARCONI AEROSPACE INC GEC-MARCONI AVIONICS INC LEAR ASTRONICS CORPORATION MARCONI COMMUNICATIONS INC PICKER INTERNATIONAL INC THE ENGLISH ELECTRIC CO. LTD.	521 1,617 202 98 34 100,173 9,815 237 2,213 14,004 50,200 4,448 10,557 238		
	TOTAL	194,358	0.16	54.14
67	HUMANA INC HUMANA MLITARY HEALTHCARE SVC	188,184		
	TOTAL	188,184	0.16	54.30
68	OSHKOSH TRUCK CORPORATION	187,789		
	TOTAL	187,789	0.15	54.45
69	BOOZ ALLEN & HAMILTON INC	184,318		
	TOTAL	184,318	0.15	54.60
		Property	By: Washington He	adauarters Services

FISCAL YEAR 1996

R		THOUSANDS	PERCENT	CUMULATIVE
A N	COMPANIES	OF	ØF	PERCENT OF
K		DOLLARS	TOTAL	TOTAL
70	MCI COMMUNICATIONS CORPORATION MCI INTERNATIONAL INC	22.010		
	MCI TELECOMMUNICATIONS CORP	33,818 147,130		
	TOTAL	100.040	0.45	
	TOTAL	180,948	0.15	54.75
71	KAMAN CORPORATION	50.007		
	KAMAN AFROSPACE CORPORATION	69,827 2,490 33,289 74,362		
,	KAMAN DIVERSIFIED TECH CORP KAMAN SCIENCES CORPORATION	33,289 74,362		
	RAYMOND ENGINEERING INC	265		
	TOTAL	180,234	0.15	54.90
72	BECHTEL GROUP INC	25		
	BECHTEL CORPORATION BECHTEL ENVIRONMENTAL, INC	1,275 41,955		s
	BECHTEL NATIONAL INC BECHTEL POWER CORPORATION	136,149 45		
	TOTAL	179,450	0.15	55.05
73	BELL ATLANTIC CORPORATION BELL ATLANTIC BUSINESS SYSTEM	1,191 1,374		
ŀ	BELL ATLANTIC MOBILE BELL ATLANTIC NETWORK SERVICE	1,374 228 157 168		
	BELL ATLANTIC NYNEX MOBILE BELL ATLANTIC-MARYLAND INC	157,168 1,161 340		
	BELL ATLANTIC-NEW JERSEY INC BELL ATLANTIC-PENNSYLVANIA	1,391		
	BELL ATLANTIC-VIRGINIA INC BELL ATLANTIC-WASHINGTON DC	1,391 1,509 5,887 5,370		
	DECISIONONE CORPORATION	608		
	TOTAL	176 229	0.14	55.00
	TOTAL	176,228	0.14	55.20
74	CLARK ENTERPRISES INC	20		
, ,	CLARK CONSTRUCTION GROUP THE	30 170,246		i
	OMNI CONSTRUCTION INC	694		
	TOTAL	170,970	0.14	55.34
				İ
75	HIGHMARK INC	170,404		
	TOTAL	470 404		
	TOTAL	170,404	0.14	55.49
76	MESC HOLDINGS INC	407 000		
/ 0	MAGNAVOX ELECTRONIC SYSTEMS C	127,069 <u>39,656</u>		
	TOTAL	122/22		
	TOTAL	166,725	0.13	55.63
				dauarters Services

FISCAL YEAR 1996

R A	COMPANIES	THOUSANDS OF	PERCENT OF	CUMULATIVE PERCENT OF
N K		DOLLARS	TOTAL	TOTAL
77	FOSTER WHEELER CORPORATION FOSTER WHEELER ENVMTL CORP FOSTER WHEELER USA CORPORATIO	6,391 62,511 94,643		
	TOTAL	163,545	0.13	55.76
78	CSX CORPORATION SEA-LAND SERVICE INC	158,872		
	TOTAL	158,872	0.13	55.90
79	PHILIPP HOLZMANN AKTIENGESELLS HSG HOLZMANN TECHNISCHER SERV J A J HOLDING CORP JONES J A CONSTRUCTION CO JONES J A INC JONES, J A MANAGEMENT SERVICE LOCKWOOD GREENE ENGINEERS INC METRIC CONSTRUCTORS INC PHILIPP HOLZMANN - HELD & FRA REA CONSTRUCTION COMPANY	135 1,291 15,288 39,087 83,487 82 3,238 5,294 7,751 394		
	TOTAL	156,047	0.13	56.03
80	AEROSPACE CORPORATION	155,690		
	TOTAL	155,690	0.13	56.16
81	HUNT BUILDING CORPORATION	154,313		
	TOTAL	154,313	0.12	56.29
82	ENI SPA AGIP PETROLI SPA ENICHEM SPA	151,859 172		
	TOTAL	152,031	0.13	56.42
83	FEDERAL PRISON INDUSTRIES	150,764_		
	TOTAL	150,764	0.12	56.54
84	STEWART & STEVENSON SVCS INC	149,659		
	TOTAL	149,659	0.12	56.67
			Ry: Washington He	

FISCAL YEAR 1996

	1130AL ILAN 1330				
R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL	
85	KUWAIT PETROLEUM CORPORATION	149,231		_	
	TOTAL	149,231	0.12	56.79	
86	COASTAL CORPORATION, THE CIC INDUSTRIES INC COASTAL OIL NEW ENGLAND INC COASTAL REFINING & MARKETING COSBEL PETROLEUM CORPORATION	7,807- 121,075 7,684 17,280 9,205			
	TOTAL	147,436	0.12	56.91	
87	INTERMARINE USA	144,604			
	TOTAL	144,604	0.12	57.03	
88	INTERNATIONAL TECHNOLOGY CORP	144,575			
	TOTAL	144,575	0.12	57.16	
89	JACOBS ENGINEERING GROUP INC CRSS CONSTRUCTORS INC JACOBS CONSTRUCTORS INC	137,938 553 1,230			
	TOTAL	139,721	0.11	57.27	
90	MCKESSON CORPORATION DELAWARE	137,902			
	TOTAL	137,902	0.11	57.39	
91	CUBIC CORPORATION CUBIC DEFENSE SYSTEMS INC	52,740 77,754			
	TOTAL	130,494	0.10	57.50	
92	ARINC INCORPORATED ARINC RESEARCH CORPORATION	79,130 50,495			
	TOTAL	129,624	0.10	57.61	
93	TOWER AIR INC	128,178_			
	TOTAL	128,178	0.10	57.71	

FISCAL YEAR 1996

	FISCAL ILAN			
5		THOUSANDS	PERCENT	CUMULATIVE
Α	COMPANIES	ØF	OF	PERCENT OF
N		DOLLARS	TOTAL	TOTAL
K				
94	BATTELLE MEMORIAL INSTITUTE	127,629		
34	DUTTEDDE MEMONTAL THOTALOTE	127,023		
	TOTAL	107 000	0.10	57.00
	TOTAL	127,629	0.10	57.82
0.5		47 164		
95	SEQUA CORPORATION ATLANTIC RESEARCH CORPORATION	47,164 34,959 41,995 737		
	CHROMALLOY GAS TURBINE CORP	41,995		
	TURBOCOMBUSTOR TECHNOLOGY	<u>737</u>		
	TOTAL	124,854	0.10	57.92
96	BERGEN BRUNSWIG CORPORATION	117,681		
	BERGEN BRUNSWIG DRUG COMPANY	6,731		
	TOTAL	124,412	0.10	58.03
97	HEWLETT-PACKARD COMPANY	114,644 2,402 5,436 758		
	APOLLO COMPUTER INC HEWLETT PACKARD-CONVEX DIV	2,402 5,436		
	HEWLETT-PACKARD GESELLSCHAFT	758		
	HEWLETT-PACKARD LTD.	29		
	TOTAL	123,268	0.10	58.13
		:		
98	ESCO ELECTRONICS CORPORATION	_1,517		
	DEFENSE HOLDING CORP ELECTRONICS & SPACE CORP	/3,600 34,658		
	HAZELTINE CORPORATION	1,517 73,600 34,658 12,867 340		
	RANTEC MICROWAVE & ELECTRONIC	340		
	TOTAL	122,982	0.10	58.23
99	TELEDYNE INC	16,291		
	TELEDYNE INDUSTRIES INC	104,107		
	TOTAL	120,398	0.10	58.33
100	INTERNATIONAL SHIPHOLDING CORP	55,329		
	CENTRAL GULF LINES INC WATERMAN STEAMSHIP CORPORATIO	62,205		
	TOTAL	117,534	0.10	58.43
	IVIAL	117,557	0.10	30.70
<u></u>		<u> </u>	T	<u> </u>

TABLE 3

100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS AND CATEGORY OF PROCUREMENT

Department of Defense

FISCAL YEAR 1996

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Rank	Contractor	RDT&E	<u>Services</u>	Supplies	Total
1	LOCKHEED MARTIN CORPORATION MCDONNELL DOUGLAS CORPORATION GENERAL MOTORS CORPORATION RAYTHEON COMPANY GENERAL DYNAMICS CORPORATION	4,321,031	2,105,626	5,571,773	11,998,430
2		1,380,946	632,061	7,925,964	9,938,973
3		514,400	673,063	2,052,862	3,240,326
4		829,337	1,124,876	1,057,691	3,011,905
5		421,783	294,515	1,953,730	2,670,030
6	NORTHROP GRUMMAN CORPORATION UNITED TECHNOLOGIES CORP BOEING COMPANY THE LITTON INDUSTRIES INC GENERAL ELECTRIC COMPANY	450,766	508,225	1,645,713	2,604,705
7		385,138	116,810	1,755,747	2,257,695
8		406,825	594,619	722,599	1,724,044
9		33,516	82,153	1,593,442	1,709,112
10		361,059	469,913	699,056	1,530,029
11	WESTINGHOUSE ELECTRIC CORP	214,728	637,165	588,820	1,440,714
12	BOEING NORTH AMERICAN INC	400,590	356,769	530,323	1,287,683
13	TEXTRON INC	665,510	27,431	500,821	1,193,762
14	SCIENCE APPLICATIONS INTL CORP	336,925	651,627	77,738	1,066,291
15	UNITED DEFENSE LP	327,461	79,883	469,269	876,614
16	TRW INC COMPUTER SCIENCES CORPORATION ITT INDUSTRIES INC GTE CORPORATION TRACOR INC	465,296	263,242	58,211	786,749
17		184,382	505,985	21,587	711,956
18		41,088	272,781	357,098	670,969
19		30,526	338,605	229,940	599,073
20		134,120	353,234	93,244	580,599
21 22 23 24 25	HALLIBURTON ENERGY SVCS INC AT&T CORP TEXAS INSTRUMENTS INCORPORATED ALLIEDSIGNAL INC ROLLS-ROYCE PLC	0 34,491 270,629 19,497 32,116	•	231,694 336,885	528,569 511,804
26 27 28 29 30	ALLIANT TECHSYSTEMS INC BLACK & DECKER CORPORATION AETNA SERVICES INC EXXON CORPORATION BDM INTERNATIONAL INC	167,859 35,428 0 0 73,256	72,587 288,664 451,499 0 298,063	216,105 128,496 0 446,735 36,147	452,589 451,499 446,735
31 32 33 34 35	OLIN CORPORATION UNISYS CORPORATION DYNCORP MITRE CORPORATION STANDARD MISSILE LLC	121,808 28,353 17,557 365,084 0		132,989 48,156 4,828 152 372,116	398,459 381,588 379,994 374,724 372,116
36 37 38 39 40	LOGICON INC AVONDALE INDUSTRIES INC RENCO GROUP THE INC TENNECO INC MASSACHUSETTS INST OF TECH	81,773 0 0 2,894 316,857	210,749 1,630 11,400 307,178 2,587	315,045	326,446
41	NASSCO HOLDINGS INC	1,581	11,458	288,416	301,456
42	CHRYSLER CORPORATION	70,466	105,007	124,606	300,080
43	MOTOROLA INC	51,994	30,439	207,657	290,091
44	UNITED STATES DEPT ENERGY	2,362	6,625	275,362	284,350
45	INTERNATIONAL BUS MCHS CORP	31,687	138,093	110,315	280,096
46	ATLANTIC RICHFIELD COMPANY	0	0	279,439	279,439
47	LONGBOW LLC	2,135	178,937	92,713	273,786
48	WORLDCORP, INC	0	270,884	0	270,884
49	HARRIS CORPORATION	62,869	66,494	139,530	268,894
50	HONEYWELL INC	61,701	20,158	181,749	263,609

TABLE 3 (Concluded)

100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS AND CATEGORY OF PROCUREMENT

Department of Defense

FISCAL YEAR 1996

			Other		
Rank	Contractor	RDT&E	Services	Supplies	Total
51	GOVERNMENT OF CANADA UNC INCORPORATED JOHNS HOPKINS UNIVERSITY JOHNSON CONTROLS INC FEDERAL EXPRESS CORPORATION	5,610	15,295	237,940	258,846
52		0	206,109	46,208	252,317
53		243,946	1,671	0	245,618
54		156-	244,379	1,168	245,390
55		0	241,481	263	241,744
56	OHM CORPORATION PHILIP MORRIS COMPANIES INC SVERDRUP CORPORATION, THE DRAPER CHARLES STARK LAB INC NICHOLS RESEARCH CORPORATION	0	233,611	0	233,611
57		0	0	231,775	231,775
58		122,423	108,907	290	231,622
59		215,113	12,205	315-	227,003
60		139,181	84,247	1,652	225,082
61	BOEING SKRSKY COMANCHE TEAM JV GENCORP INC PROCTER & GAMBLE COMPANY THE T I/MARTIN JAVELIN JOINT VENTR NV KON. NEDERLANDSE PETROLEUM	223,182	0	0	223,182
62		157,621	43,238	16,851	217,711
63		0	0	214,233	214,233
64		25,017	0	182,096	207,113
65		0	0	205,410	205,410
66	THE GENERAL ELECTRIC CO. PLC HUMANA INC OSHKOSH TRUCK CORPORATION BOOZ ALLEN & HAMILTON INC MCI COMMUNICATIONS CORPORATION	83,069	8,250	103,037	194,358
67		0	188,183	0	188,183
68		142	97	187,548	187,788
69		30,046	154,171	99	184,318
70		0	179,156	1,790	180,947
71 72 73 74 75	KAMAN CORPORATION BECHTEL GROUP INC BELL ATLANTIC CORPORATION CLARK ENTERPRISES INC HIGHMARK INC	58,655 3,075 3,362 0	104,706 176,374 19,758 170,970 170,403	16,871 0 153,106 0 0	180,233 179,449 176,227 170,970 170,403
76	MESC HOLDINGS INC	41,722	9,651	115,351	166,725
77	FOSTER WHEELER CORPORATION	1,632	161,912	0	163,544
78	CSX CORPORATION	0	158,872	0	158,872
79	PHILIPP HOLZMANN AKTIENGESELLS	0	154,964	1,082	156,046
80	AEROSPACE CORPORATION	155,690	0	0	155,690
81	HUNT BUILDING CORPORATION ENI SPA FEDERAL PRISON INDUSTRIES STEWART & STEVENSON SVCS INC KUWAIT PETROLEUM CORPORATION	0	154,312	0	154,312
82		0	11,587	140,443	152,031
83		74	2,592	148,097	150,764
84		1,767	92	147,798	149,658
85		0	0	149,231	149,231
86 87 88 89 90	COASTAL CORPORATION, THE INTERMARINE USA INTERNATIONAL TECHNOLOGY CORP JACOBS ENGINEERING GROUP INC MCKESSON CORPORATION DELAWARE	0 0 0 0	849 1,009 144,574 139,721 0	146,586 143,594 0 0 137,901	147,436 144,603 144,574 139,721 137,901
91	CUBIC CORPORATION ARINC INCORPORATED TOWER AIR INC BATTELLE MEMORIAL INSTITUTE SEQUA CORPORATION	25,387	60,376	44,729	130,493
92		5,109	118,088	6,426	129,624
93		0	128,177	0	128,177
94		67,113	58,144	2,371	127,628
95		7,220	8,545	109,088	124,854
96	BERGEN BRUNSWIG CORPORATION HEWLETT-PACKARD COMPANY ESCO ELECTRONICS CORPORATION TELEDYNE INC INTERNATIONAL SHIPHOLDING CORP	0	0	124,412	124,412
97		238	8,707	114,322	123,268
98		2,941	15,413	104,627	122,982
99		63,138	18,539	38,720	120,398
100		0	117,434	100	117,534

TABLE 4
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT Department of the Army

FISCAL YEAR 1996

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Rank	Contractor	RDT&E	Services	Supplies	Total
1	LOCKHEED MARTIN CORPORATION RAYTHEON COMPANY GENERAL MOTORS CORPORATION UNITED DEFENSE LP MCDONNELL DOUGLAS CORPORATION	663,048	185,054	958,291	1,806,394
2		463,642	564,488	430,358	1,458,488
3		152,470	159,407	509,572	821,450
4		326,235	36,756	410,675	773,667
5		59,185	32,270	657,292	748,747
6	GENERAL DYNAMICS CORPORATION SCIENCE APPLICATIONS INTL CORP HALLIBURTON ENERGY SVCS INC ITT INDUSTRIES INC UNITED TECHNOLOGIES CORP	65,168	66,223	597,370	728,762
7		110,960	372,772	39,372	523,105
8		0	438,226	1,225	439,451
9		33,333	93,422	282,986	409,743
10		3,267	6,948	390,823	401,039
11	OLIN CORPORATION NORTHROP GRUMMAN CORPORATION RENCO GROUP THE INC GTE CORPORATION LONGBOW LLC	111,592	143,595	109,326	364,514
12		124,288	125,198	80,490	329,977
13		0	11,400	307,513	318,913
14		11,764	110,140	181,804	303,708
15		2,135	178,937	92,713	273,786
16	WESTINGHOUSE ELECTRIC CORP	34,498	224,681	7,858	267,038
17	ALLIANT TECHSYSTEMS INC	54,143	37,382	166,811	258,337
18	TRW INC	164,418	50,629	29,269	244,316
19	COMPUTER SCIENCES CORPORATION	19,312	222,466	598	242,376
20	TEXTRON INC	55,924	1,065	174,613	231,603
21	BOEING SKRSKY COMANCHE TEAM JV	223,182	0	0	223,182
22	T I/MARTIN JAVELIN JOINT VENTR	24,117	0	182,014	206,132
23	BOEING COMPANY THE	46,890	115,303	41,541	203,734
24	NICHOLS RESEARCH CORPORATION	106,349	71,880	1,652	179,883
25	OSHKOSH TRUCK CORPORATION	142	97	178,900	179,140
26	GOVERNMENT OF CANADA GENERAL ELECTRIC COMPANY MITRE CORPORATION TEXAS INSTRUMENTS INCORPORATED BELL ATLANTIC CORPORATION	3,353	1,737	166,416	171,507
27		6,822	5,059	157,080	168,962
28		158,984	8,747	152	167,884
29		96,007	3,228	64,890	164,126
30		0	10,238	144,956	155,195
31	STEWART & STEVENSON SVCS INC	1,767	0	147,440	149,207
32	MOTOROLA INC	15,436	23,642	106,895	145,975
33	DYNCORP	12,325	128,270	0	140,596
34	BOEING NORTH AMERICAN INC	85,313	38,948	15,250	139,512
35	LITTON INDUSTRIES INC	13,826	5,228	114,638	133,693
36	FEDERAL REPUBLIC OF GERMANY LOGICON INC BLACK & DECKER CORPORATION ALLIEDSIGNAL INC HARRIS CORPORATION	0	115,104	42	115,147
37		215	104,515	9,305	114,037
38		65	67,288	43,244	110,598
39		1,890	6,221	91,082	99,193
40		2,135	57,193	38,305	97,634
41	DUCHOSSOIS INDUSTRIES INC	299	6,380	90,934	97,613
42	THERMO ELECTRON CORPORATION	82,583	7,644	6,568	96,796
43	FMC- ARABIA	0	96,009	0	96,009
44	INTERNATIONAL TECHNOLOGY CORP	0	95,700	0	95,700
45	MESC HOLDINGS INC	36,177	5,657	51,993	93,828
46	CHRYSLER CORPORATION BECHTEL GROUP INC DYNCORP/DYNAIR CORPORATION HONEYWELL INC TELOS CORPORATION (MARYLAND)	2,428	0	90,742	93,170
47		0	89,911	0	89,911
48		216	89,567	0	89,784
49		35,882	2,049	44,019	81,951
50		0	68,960	12,732	81,693

TABLE 4 (Continued)

50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT Department of the Navy

FISCAL YEAR 1996

			Other		
Rank	Contractor	RDT&E	<u>Services</u>	Supplies	<u>Total</u>
1	MCDONNELL DOUGLAS CORPORATION LOCKHEED MARTIN CORPORATION GENERAL DYNAMICS CORPORATION LITTON INDUSTRIES INC GENERAL MOTORS CORPORATION	970,732	311,540	2,262,949	3,545,222
2		352,703	647,674	1,536,233	2,536,612
3		355,712	227,774	1,354,888	1,938,374
4		11,823	42,574	1,405,331	1,459,728
5		175,760	328,305	705,250	1,209,315
6	WESTINGHOUSE ELECTRIC CORP	115,969	359,701	485,525	961,196
7	GENERAL ELECTRIC COMPANY	181,457	428,212	183,531	793,201
8	TEXTRON INC	600,249	23,725	131,359	755,334
9	RAYTHEON COMPANY	262,301	209,876	281,450	753,628
10	NORTHROP GRUMMAN CORPORATION	85,229	116,778	467,478	669,486
11 12 13 14 15	STANDARD MISSILE LLC AVONDALE INDUSTRIES INC ROLLS-ROYCE PLC TENNECO INC TRACOR INC	0 9,732 2,894 30,453	0 1,630 207,337 307,178 257,581	372,116 326,435 110,378 14,476 28,938	372,116 328,065 327,448 324,550 316,973
16	NASSCO HOLDINGS INC UNITED STATES DEPT ENERGY UNISYS CORPORATION BOEING COMPANY THE UNITED TECHNOLOGIES CORP	1,581	11,458	288,416	301,456
17		2,362	0	274,310	276,672
18		15,768	225,880	14,307	255,955
19		64,708	96,910	77,895	239,513
20		49,741	59,700	117,020	226,462
21	TEXAS INSTRUMENTS INCORPORATED BOEING NORTH AMERICAN INC JOHNS HOPKINS UNIVERSITY SCIENCE APPLICATIONS INTL CORPALLIEDSIGNAL INC	110,855	12,542	100,594	223,992
22		22,284	73,139	122,390	217,815
23		217,454	0	0	217,454
24		94,969	85,726	27,763	208,459
25		14,322	94,693	93,993	203,009
26 27 28 29 30	DRAPER CHARLES STARK LAB INC BLACK & DECKER CORPORATION CSX CORPORATION OHM CORPORATION INTERMARINE USA	189,339 8,705 0 0	4,357 149,447 158,872 148,987 1,009	315- 15,776 0 0 142,454	193,381 173,929 158,872 148,987 143,464
31	ALLIANT TECHSYSTEMS INC	67,646	32,773	34,980	135,400
32	CLARK ENTERPRISES INC	0	126,303	0	126,303
33	INTERNATIONAL SHIPHOLDING CORP	0	117,434	100	117,534
34	HUNT BUILDING CORPORATION	0	104,076	0	104,076
35	UNITED DEFENSE LP	1,225	43,126	57,505	101,858
36	KAMAN CORPORATION ANALYSIS & TECHNOLOGY INC CHRYSLER CORPORATION AT&T CORP LOGICON INC	33,279	56,988	11,325	101,594
37		29,099	67,426	3,384	99,910
38		66,719	19,277	10,769	96,766
39		28,995	18,800	48,650	96,447
40		13,560	80,914	1,544	96,019
41	PHILIPP HOLZMANN AKTIENGESELLS TRW INC LOCKHEED MRTIN TCTICAL SYSTEMS COMPUTER SCIENCES CORPORATION VSE CORPORATION	0	95,638	0	95,638
42		2,882	87,967	3,616	94,466
43		22,228	0	66,230	88,459
44		41,527	44,931	1,678	88,137
45		0	88,019	57	88,077
46 47 48 49 50	HEWLETT-PACKARD COMPANY TALLEY INDUSTRIES INC FOSTER WHEELER CORPORATION MILCOM SYSTEMS CORPORATION HALLIBURTON ENERGY SVCS INC	56 0 1,632 0 0	2,124 73,886 84,299 82,393 72,435	83,890 12,139 0 0	86,072 86,025 85,931 82,393 72,435

TABLE 4 (Continued)

50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT Department of the Air Force

FISCAL YEAR 1996

Other

			Other		
Ranl	< Contractor	RDT&E	<u>Services</u>	Supplies	Total
1	LOCKHEED MARTIN CORPORATION MCDONNELL DOUGLAS CORPORATION UNITED TECHNOLOGIES CORPORATION ORTHROP GRUMMAN CORPORATION BOEING COMPANY THE	3,182,400	1,176,584	2,905,908	7,264,894
2		351,028	288,251	4,984,633	5,623,914
3		332,128	50,161	1,215,805	1,598,095
4		234,223	257,428	1,089,482	1,581,133
5		294,722	344,459	580,508	1,219,691
6	GENERAL MOTORS CORPORATION BOEING NORTH AMERICAN INC RAYTHEON COMPANY GENERAL ELECTRIC COMPANY TRW INC	166,434	85,431	818,632	1,070,499
7		283,329	244,681	390,498	918,508
8		85,740	233,017	340,384	659,142
9		173,916	19,484	314,190	507,591
10		209,457	124,131	21,360	354,949
11	MASSACHUSETTS INST OF TECH	310,812	961	0	311,774
12	WORLDCORP, INC	0	270,884	0	270,884
13	COMPUTER SCIENCES CORPORATION	120,910	124,325	19,311	264,547
14	SCIENCE APPLICATIONS INTL CORP	75,181	165,752	10,528	251,462
15	FEDERAL EXPRESS CORPORATION	0	239,299	0	239,299
16	ITT INDUSTRIES INC	3,917	159,139	61,114	224,171
17	GTE CORPORATION	18,317	157,994	38,444	214,757
18	MITRE CORPORATION	202,894	739	0	203,634
19	SVERDRUP CORPORATION, THE	121,328	78,428	290	200,047
20	INTERNATIONAL BUS MCHS CORP	5,988	127,527	65,383	198,899
21	TEXTRON INC WESTINGHOUSE ELECTRIC CORP DYNCORP TRACOR INC BDM INTERNATIONAL INC	6,189	2,640	183,968	192,798
22		45,280	52,782	88,799	186,862
23		2,193	168,651	4,828	175,673
24		66,463	70,075	38,478	175,017
25		11,172	154,118	7,183	172,475
26	GENCORP INC UNC INCORPORATED ALLIEDSIGNAL INC AEROSPACE CORPORATION HONEYWELL INC	109,635	43,747	16,757	170,141
27		0	119,601	40,872	160,474
28		929	54,394	104,455	159,779
29		155,690	0	0	155,690
30		15,371	14,625	120,101	150,098
31	TEXAS INSTRUMENTS INCORPORATED TOWER AIR INC THE GENERAL ELECTRIC CO. PLC JOHNSON CONTROLS INC JACOBS ENGINEERING GROUP INC	62,891	10,434	64,273	137,599
32		0	128,177	0	128,177
33		80,430	913	39,769	121,113
34		0	114,350	517	114,867
35		0	108,779	0	108,779
36	BLACK & DECKER CORPORATION CHRYSLER CORPORATION OKINAWA ELECTRIC POWER COMPANY HARRIS CORPORATION COMPUTER SCIENCE RAYTHEON	19,644	61,593	26,366	107,605
37		0	85,729	21,392	107,121
38		0	106,779	0	106,779
39		42,224	6,208	57,364	105,797
40		0	98,453	0	98,453
41 42 43 44 45	LITTON INDUSTRIES INC ROLLS-ROYCE PLC LOGICON INC HEISEI KENSO CO LTD FLIGHTSAFETY INTERNATIONAL	7,866 22,383 38,964 0	25,835 48,527 25,319 86,863 39,903	64,747 24,784 29,037 0 43,112	98,450 95,696 93,320 86,863 83,015
46	TOKYO ELECTRIC POWER CO INC CUBIC CORPORATION DOUGLAS, DONALD IBM FEDERAL SYSTEMS DIVISION ESCO ELECTRONICS CORPORATION	0	72,423	0	72,423
47		25,076	14,165	29,681	68,923
48		60,337	0	7,585	67,922
49		4,752	48,941	13,186	66,881
50		54	8,227	56,069	64,351

TABLE 4 (Concluded)

50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT Defense Logistics Agency

FISCAL YEAR 1996

			Other		
Rank	Contractor	RDT&E	<u>Services</u>	Supplies	Total
1 2 3 4 5	EXXON CORPORATION ATLANTIC RICHFIELD COMPANY NV KON. NEDERLANDSE PETROLEUM ENI SPA KUWAIT PETROLEUM CORPORATION	0 0 0 0	0 0 0 11,587 0	446,698 273,358 205,305 140,443 149,231	446,698 273,358 205,305 152,031 149,231
6 7 8 9 10	COASTAL CORPORATION, THE BERGEN BRUNSWIG CORPORATION SALOMON INC MCKESSON CORPORATION DELAWARE DU PONT E I DE NEMOURS AND CO	0 0 0 0	849 0 0 0	146,586 117,492 114,030 111,151 93,002	147,436 117,492 114,030 111,151 93,002
11 12 13 14 15	COMPANIA ESPANOLA DE PETROLEOS HOLLY CORPORATION SSANGYONG CORPORATION MOTOR OIL (HELLAS) CORINTH REF KOCH INDUSTRIES INC	0 0 0 0	0 0 0 0	87,167 86,450 85,177 84,458 76,941	87,167 86,450 85,177 84,458 76,941
16 17 18 19 20	SUNKYOUNG LTD GOLD LINE REFINING LTD LAND O'FROST, INC MOBIL CORPORATION AMOCO CORPORATION	0 0 0 0	0 0 0 373 0	72,148 70,196 69,485 68,524 65,476	
21 22 23 24 25	PRIDE COMPANIES L P TENNESSEE APPAREL CORP THE BRITISH PETROLEUM CO. PLC FEDERAL PRISON INDUSTRIES GENERAL ELECTRIC COMPANY	0 0 0 0	0 0 0 0	62,744 58,413 53,809 46,724 44,076	53,809
26 27 28 29 30	PROIZVODNO TRGOVACKO I USLUZNO TENNIER INDUSTRIES INC LOUISANA LAND EXPLORATION THE HYUNDAI CORPORATION PROPPER INTERNATIONAL INC	0 0 0 0	0 0 0 0	43,674 41,592 41,353 41,109 40,576	
31 32 33 34 35	KENDALL DRUG COMPANY ALLIEDSIGNAL INC NOVELLY/GOLDSTEIN PARTNERSHIP ARCTIC SLOPE REGIONAL CORP PLACID REFINING COMPANY	0 0 0 0	0 0 0 0	39,083 38,981 38,237 36,618 35,428	39,083 38,981 38,237 36,618 35,428
36 37 38 39 40	BLACK & DECKER CORPORATION TENNESSEE WHOLESALE DRUG CO WORNICK COMPANY INC UNITED TECHNOLOGIES CORP THE BROKEN HILL PROPRIETARY CO	0 0 25 0 0	0 0 0 0	35,152 34,628 32,701 31,655 29,904	35,152 34,628 32,726 31,655 29,904
41 42 43 44 45	NAUGHTON ENERGY CORPORATION PARAMOUNT PETROLEUM CORP MANSFIELD OIL OF GAINESVILLE AMERICAN APPAREL INC GARY-WILLIAMS COMPANY	0 0 0 0	0 0 0 0	29,804 29,633 27,727 27,639 26,971	29,804 29,633 27,727 27,639 26,971
46 47 48 49 50	GLOBAL PETROLEUM CORP BELLEVILLE SHOE MFG CO REFINERY ASSOCIATES, INC HELLENIC FUEL & LUBRICANT IND DIAMOND SHAMROCK INC	0 0 0 0	0 0 0 0	26,821 26,036 25,981 25,797 25,330	26,821 26,036 25,981 25,797 25,330